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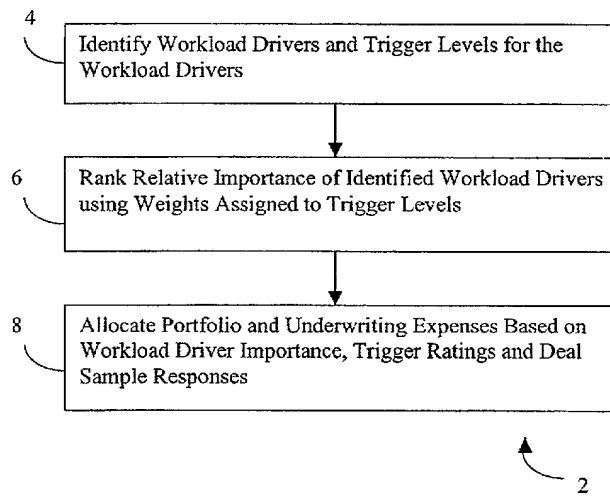


Figure 1

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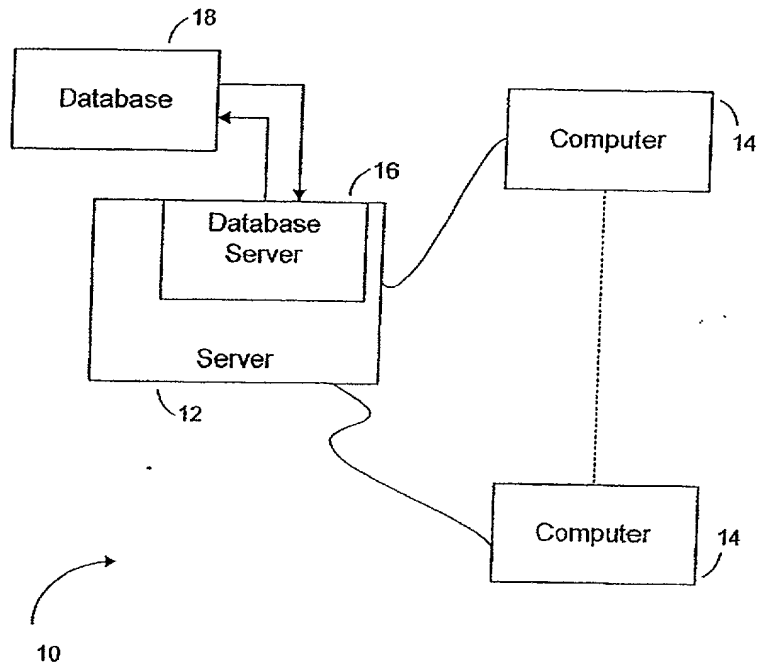


FIGURE 2

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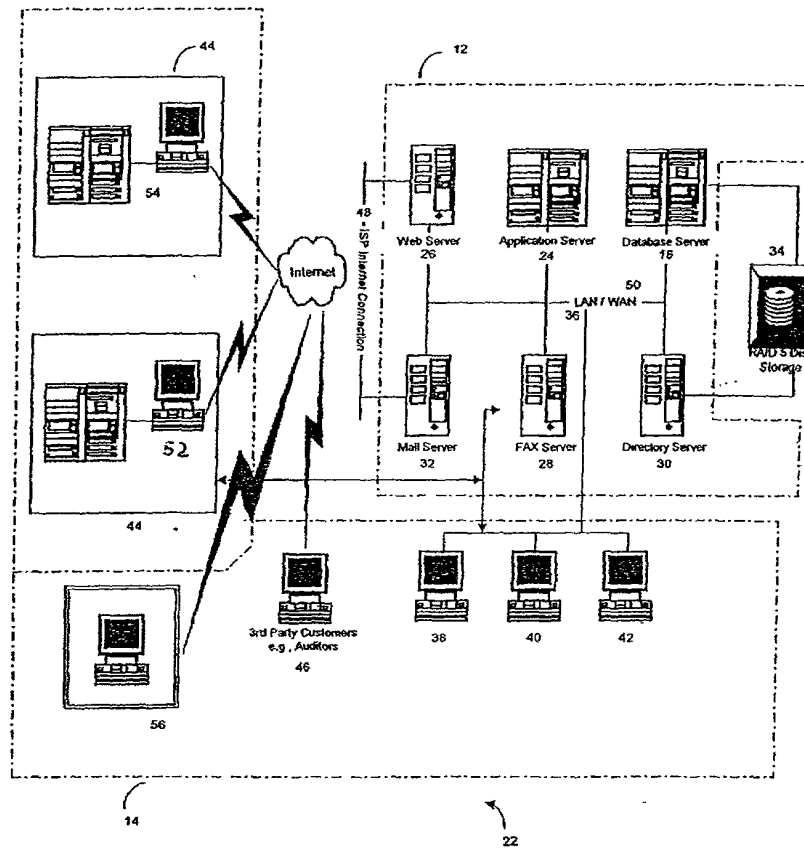


FIGURE 3

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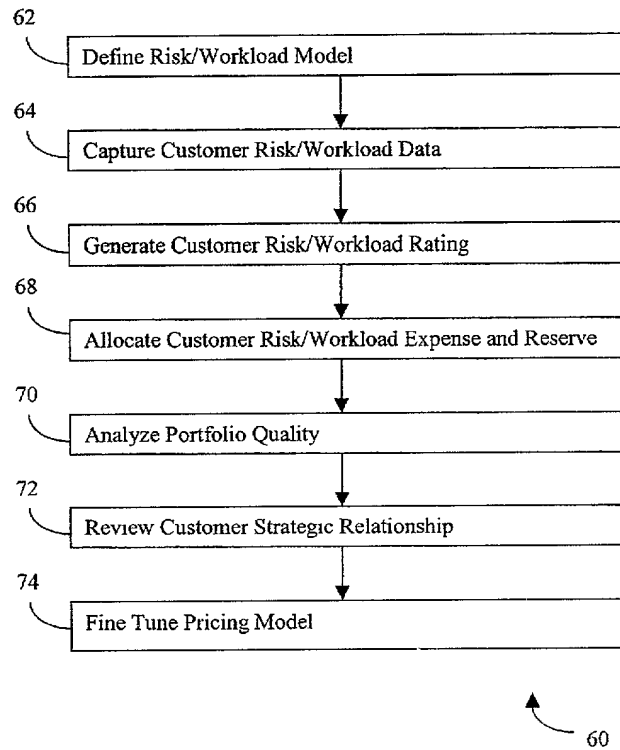


Figure 4

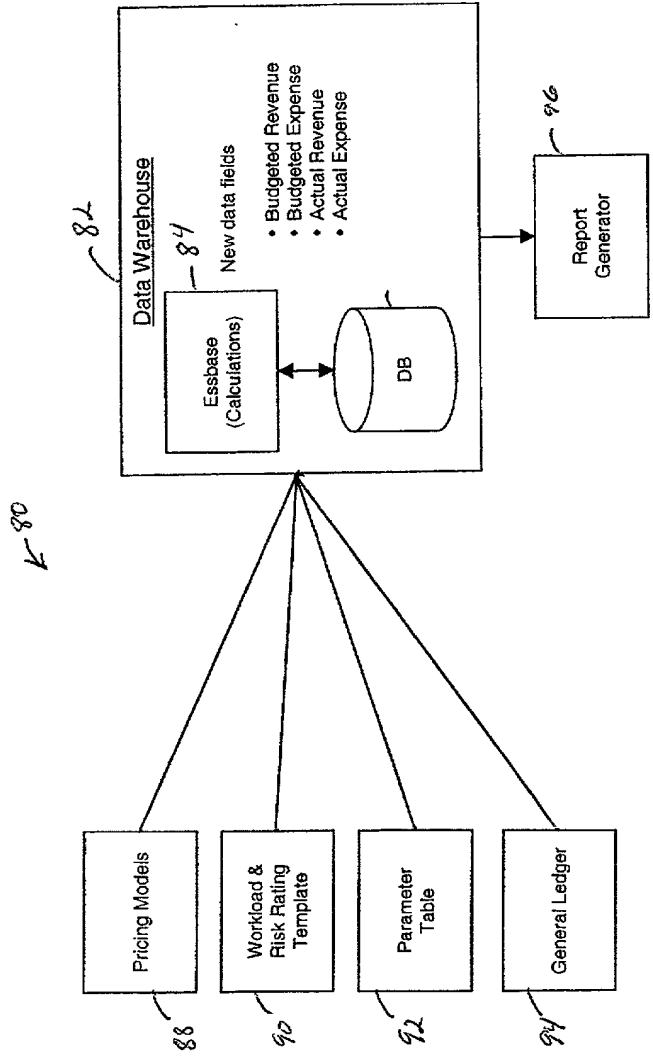


FIGURE 5

CUSTOMER REGION SALES / PORTFOLIO REP U.S. or Canadian Deal Cross-Sell Deal Cross-Sell Source	Customer Name

Select "US" (for U.S. Tax Rate) or "C" (for Canadian Tax Rate).

Required Inputs: *(Select Inputs From Drop Down Menus - All 11 Must be Completed)*

- 1) What is the collateral performance?
- 2) What is the excess availability after trade clean-up?
- 3) Are the books & records (systems & processes) adequate?
- 4) What is the risk classification?
- 5) How many splinters are in the borrowing base?
- 6) What is the frequency of borrowing?
- 7) What is the frequency of borrowing base reporting?
- 8) Is it a co-borrower structure?
- 9) What is the fixed charge coverage?
- 10) Is this a 1st time ABL borrower? (i.e., level of mngt experience)
- 11) Is there an EX-IM bank guarantee?

FIGURE 6

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FIGURE 7

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FIGURE 8

Customer Name	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
Region	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
Sales / Portfolio Rep	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
Fully Funded - Post Syndication	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
US or Canadian Deal	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
Security Status Exempt	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
Deal Category	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
SIC Rating	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
Period Review	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0

Total Commitment	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
Total Net Income	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0
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Total Net Income	0	Weighted Term (in Months)	0	Weighted Term (in Years)	0

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FIGURE 8

DEAL SUMMARY												
Customer Name												
Expected Cash Flow Synthesis												
	YR.1	YR.2	YR.3	YR.4	YR.5	YR.6	YR.7	YR.8	YR.9	TOTAL	ANNUAL	BOLN
REVOLVER BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
TERM A BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
TERM B BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
TERM C BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
CAPEX BALANCE	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
PREFERRED STOCK	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
COMMON STOCK	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
TOTAL INVESTMENT	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
AVERAGE ICR	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
INCOME												
Interest Income (Term)	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Term A	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Term B	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Term C	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
CAPEX	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Outplacement	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Outplacement Days	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Commitment Fees	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Closing Fee	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Compliance Fee	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Annual Fees	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Accidental Payments	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Securitization CV	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Warrent Realization	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
TOTAL INCOME	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
MONEY COST (Total)												
Revenue	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Term A	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Term B	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Term C	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Term D	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
CAPEX	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Preferred Stock	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Common Stock	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
CONTRIBUTED VALUE												
OPERATING EXPENSE	250,000	0	0	0	0	0	0	0	0	250,000	#DIV/0!	#DIV/0!
Depreciation	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Underwriting	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Periodic	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Corporate AIA	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Legal Expense	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Cost-Sal	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
External Capital Markets	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Internal Capital Markets	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Loss Provision	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
Audit Expenses	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
TOTAL OF EXPENSE	250,000	0	0	0	0	0	0	0	0	250,000	#DIV/0!	#DIV/0!
TOTAL EXPENSES												
OPERATING INCOME	(250,000)	0	0	0	0	0	0	0	0	(250,000)	#DIV/0!	#DIV/0!
TERMINAL INCOME	0	0	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!
NET INCOME	(151,125)	0	0	0	0	0	0	0	0	(151,125)	#DIV/0!	#DIV/0!
CASH FLOWS	0	0	0	0	0	0	0	0	0	(151,125)	#DIV/0!	#DIV/0!

FIGURE 9
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100

[illegible][illegible]

Risk

[illegible]

Collateral Monitoring (% of time per quarter)	
Customer Requests (% of time per quarter)	
Other	100%
Total Time	100%

FIGURE 10

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Region	Acct. Mgr.	Deal	Coll. Monitoring	Client Reqs.	Workload	Risk	Work/ Risk
E	Smith	Steel Co.	2.45	0.80	1.90	2.50	Mod/High
MW	Jones	Paper Co.	2.55	1.30	2.13	2.03	High/High
S	White	Drug Co.	2.00	0.50	1.50	0.60	Mod/Low
W	Black	Lumber Co.	2.00	1.00	1.67	1.80	Mod/Mod

220

Figure 11

Strategic Relationship Review

Customer Name: _____ Account Manager: _____
 Maturity Date: _____ Date: _____

Goals	Specific Objectives	Achievements	Assessment*
Customer Visitation Determine visitation schedule & objectives	• •		
Senior Management Contact Determine senior management calling strategy & objectives.	• •		
Value Added Services Plans for cross selling other GE / GE Capital products & services	• •		
Opportunities For Performance Based Pricing Determine whether a performance based pricing strategy is appropriate	• •		
Flexibility In Structure / Reporting Determine whether increased flexibility is warranted due to improved financial & collateral performance	• •		
Incremental CV\$ Identify opportunities to generate incremental CV\$ through WAM fees, contract extensions & incremental new business.	• •		
Responsiveness Outline customer requirement & establish objectives to met/exceed expectation.	• •		
Retention Strategy Understand Customer CTO's & develop strategy to retain customer.	• •		

Overall Performance Rating
 Did Not Meet Expectations 2 Met Expectations 3 Exceeded Expectations 4 Exceeded Expectations 5
 *Performance Assessment Is The Responsibility Of The Region Manager & Portfolio Manager With Input From The SCO Where Appropriate

FIGURE 12 240

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